

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY JIDDA

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E.O. 11652: NA

TAGS: BEXP, SA

SUBJECT: PRODUCT OPPORTUNITY - RESEARCH REACTOR

REF: JIDDA 0232

1. THE GENERAL ATOMIC COMPANY OF SAN DIEGO CALIFORNIA WISHES TO HAVE THE EMBASSY RELAY THE FOLLOWING MESSAGE TO UNIVERSITY OF RIYADH AND WISHES TO AVOID CONTACT WITH MR. M.A. HAMMOND OF SOMATAC AS REPORTED REFTEL; OR ANY OTHER MIDDLE-MAN AND THEREBY REDUCE COSTS TO CUSTOMER.

2. GENERAL ATOMICS REGRETS DELAY IN RESPONDING TO PRODUCT OPPORTUNITY REPORTED REFTEL BUT HAD ORIGINALLY AND MISTAKENLY MISUNDERSTOOD FROM EARL WALLS ASSOCIATES THE AE IN CALIFORNIA FOR THE CONSORTIUM UNDER CONTRACT TO THE SAUDI ARABIANS THAT THE CAMPUS WOULD NOT BE READY UNTIL 1982.

3. GA NOTES THAT TRIGA RESEARCH REACTOR IS THE WORLD'S
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SAFEST, THE ONLY ONE SOLD WORLDWIDE IN THE PAST SEVERAL

YEARS, THE ONLY ONE OF U.S. ORIGIN AND HAS VARIOUS DESIGN SIZES TO MEET SAUDI ARABIAN SPECS.

4. GA HAS ALWAYS DEALT DIRECTLY WITH THE END USER SUCH AS IN TURKEY, LIBYA AND IRAN BUT WOULD APPRECIATE EMBASSY EVALUATION IF IT IS ABSOLUTELY ESSENTIAL TO DEAL THROUGH A TRADING COMPANY (E.G., M.A. HAMMOND).

5. GA COMPANY WANTS TO LEARN NAME OF KEY PERSON TO CONTACT AT UNIVERSITY TO DIRECTLY EXPLORE TECHNICAL REQUIREMENTS AND PROGRAM NEEDS.

6. STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS/USDOC) WOULD APPRECIATE EMBASSY FOLLOW-UP AND REPORT OF ITS FINDINGS THAT WILL BE USEFUL FOR GA COMPANY TO PURSUE THIS SALE WHICH CONTINGENT ON USG APPROVAL. ROBINSON

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